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Message Text

UNCLASSIFIED

PAGE 01 TORONT 00750 261424Z

43
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
---------- 067054
R 232000Z MAY 75
FM AMCONSUL TORONTO
TO USDOC WASHDC
INFO AMEMBASSY OTTAWA
SECSTATE WASHDC 2706
AMCONSUL MONTREAL
AMEMBASSY LONDON
AMCONSUL CALGARY
AMCONSUL HALIFAX
AMCONSUL QUEBEC
AMCONSUL ST JOHNS
AMCONSUL VANCOUVER
AMCONSUL WINNIPEG

UNCLAS TORONTO 0750

USDOC

E.O. 11652: N/A
TAGS: BTIO, CA
SUBJ: CANADIAN MARKETING SUBSIDIARY OF MAJOR UK FIRM
TURNING TO US SOURCES

REF: TORONTO ETO'S P0107 TO P0114

1. ENGLISH ELECTRIC - AEI CANADA LTD., - $9) 15 MILLION
ANNUAL VOLUME MARKETING SUBSIDIARY OF THE GENERAL
ELECTRIC CO. LTD., LONDON. IS SWITCHING TO US SOURCES FOR
TECHNICAL EQUIPMENT AS ITS TRADITIONAL UK PRODUCT LINES BECOME
INCREASINGLY UNCOMPETITIVE. THE CANADIAN FIRM IS CURRENTLY
ACTING AS DISTRIBUTOR FOR FIVE US COMPANIES AND IS
LOOKING FOR MORE US SOURCES FOR PERMANENT REPRESENTATION
TO PERMIT ITS MARKETING STAFF TO MAINTAIN MOMENTUM. CONGEN
TOLD BY COMPANY EXECUTIVES THAT MOST ACTIVITY NO LONGER ON
UK LINES BUT THAT STANDARD ENGINEERING CO. OF FREMONT, CA.,
PROBABLY LARGEST SINGLE SOURCE IN TECHNICAL LINES.
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2. CONGEN SUBMITTING FOUR ETO'S FOR EACH OF TWO DIVISIONS
OF FIRM, AUTOMATION DIV., AND MEASUREMENTS DIV. BELIEVE
THESE UNUSUAL OPPORTUNITIES FOR US MANUFACTURERS IN LINES
CITED IN REF ETO'S AND SUGGEST USDOC MAY WISH GIVE
SPECIAL HANDLING. YLITALO

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Current Classification: UNCLASSIFIED
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Control Number: n/a
Copy: SINGLE
Draft Date: 23 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975TORONT00750
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750184-0328
From: TORONTO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750521/aaaaaste.tel
Line Count: 66
Locator: TEXT ON-LINE, ON MICROFILM
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Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Reference: 75 TORONTO ETO'S P0107, 75 TO P0114
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EO Systematic Review
05 JUL 2006

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TAGS: BTIO, CA
To: COM
Type: TE
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